

Message Text

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ACTION EUR-06

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FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 7408

:USDOC WASHDC

INFO AMEMBASSY BONN

UNCLAS FRANKFURT 3890

EO. 11652: N/A

TAGS: BEXP, GW

SUBJECT: WTDR - KOHLBECHER & CO GMBH

REF: USDOC 7603

1. ADDRESS: 15 TALSTRASSE, 6600 SAARBRUECKEN 1, WEST GERMANY, CABLE: NONE TELEX: 4 421 219, PHONE: 0681-54032, OFFICERS: GUENTHER MICHELS, NORBERT WILHELM, MANAGERS.

2. THE FIRM WAS ESTABLISHED IN 1932 BY DR. HANS-HOERG KOHLBECHER AND BECAME IN THE COURSE OF THE YEARS A VERY LARGE WHOLESALER OF LUMBER, TIMBER, HARD AND SOFT-WOOD AND PLYWOOD. THE FIRM MAINTAINS THREE LARGE SAW-MILLS FOR PRE-FINISHED AND FINISHED WOOD ELEMENTS, AS WINDOWS AND DOORS. ANOTHER BRANCH WAS ACQUIRED IN AUGSBURG IN 1973. THE FIRM EMPLOYS ABOUT 350. SALES AREA: EUROPEAN COUNTRIES.

3. FINANCIAL REFERENCES: BNP AND ROECHLING BANK, BOTH SAARBRUECKEN. TRADE REFERENCES: WEYERHAEUSER INTERNATIONAL WOODS, TACOMA, WASH.

4. FOREIGN FIRMS REPRESENTED: TIMBER TRADING CO AB, GOETEBORG, SWEDEN.

5. THE FIRM IS REGISTERED AS A CORPORATIN ON SHARES, WITH A NOMINAL CAPITAL OF DM 2 MILLION, OF WHICH
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51 PERCENT IS HELD BY THE SAARBERGWERKE AG, SAARBRUECKEN AND

49 PERCENT BY THE FOUNDER DR HANS-JOERG KOHLBECHER. THE
FIRM HAS A VERY GOOD REPUTATION AND ITS FINANCIAL
SITUATION IS DESCRIBED AS ORDERLY. THE FIRM IS OWNER
OF REAL ESTATE, VALUED AT ABOUT DM 200,000. THE
EQUIPMENT IS VALUED AT ABOUT DM 1 MILLI AND THE
OVERALL INVENTORY AT ABOUT 4 MILLILN. ANNUAL SALES
ABOUT DM 60 MILLION. THE FIRM IS GOOD FOR ITS COMMIT-
MENTS. RECOMMENDED AS A GOOD BUSINESS CONTACT FOR US
FIRMS.

6. PREPARED BY P BARTOLSIC APPROVED BY C J HARRIS. HARLAN

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